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## INTRODUCTORY.

WHEN Palmer Cox, the Brownies' papa, Made up his mind that it was proper To tell the story of these folk, He must have thought it was a joke To slight the town in which you live. And this is why this rhyme I give To you; and I will vouch its truth To skeptics all. in age or youth. The Brownies made your town a visit-The date's not necessary, is it! And if their trip you'll kindly read up In all the steps in which they lead up, You'll learn more profitable things Than those of which old Palmer sings. I tell you where they made it pay To buy the things they got that day-Also the things they chanced to see As here and there they wandered free In mischief, interest and glee-And no matter how you would have it to be, This is their trip as they told it to me.

ROM the uttermost limits of Brownie land As though they were conjured by unseen hand, Came all of the busy little crowd With hustle and bustle and laughter long, To visit our own old, beautiful town, Through streets and avenues up and down. But not for pleasure did they come From out the dainty Brownie home, But bent on business, every one; Their work must end ere play begun. 'Twas in a great balloon they came— The "Brownie Special" was its name. And when they lighted, each one stumbled, And clothes were ruined as they tumbled. But straight to SCHAEFER they flew. And soon were strutting in garments new That fit like the bark on a sycamore tree. And each one said: "How can it be That they can sell good clothes so cheap, And for the money such a heap?" For never had the Brownies seen (Though they around the world had been) Such splendid fitting garments sold For such a little stack of gold.



When the Brownies came to town. With gold and silver they were loaded down, So straightway they began to look To find a bank in which to book Their money to keep it safe and sound, And check it out when goods were found, So they put much in the CAPE COUNTY

SAVINGS BANK, Which for safety and soundness holds rank.

Others with their load of pelf, Headed by a prosperous elf, To the JACKSON EXCHANGE BANK strode

And there deposited the load, Knowing that from burglar's raid It was as safe as could be made. Until drawn out their bills to pay As 'twas needed from day to day.

Now everything pretty or stylish or nice, In all kinds of dry goods at rock-bottom price, The midgets discovered at Jackson one day. And still "there are others" who openly say That at MILTENBERGER'S alone they'll dispose

their money, As wasting it elsewhere is not very funny. Every species of dry goods that's worth taking home, They found there on sale; and whenever they come To Jackson for dry goods they'll go there again, For Brownies love bargains as fondly as men. The fine stock of dress goods in silk and in wool, All shades, textures, grades, is well chosen and full. And light summer fabrics in stripe, figure, plaid, With beautiful trimmings, are there to be had, In style grade and price that make ladies' hearts glad. The big Loom End Sale was then on, And each Brownie got bargains till all was gone.

As down the street the Brownies passed, They laughed when Dad came 'long at last; "You must think," he said, "its funny To be loaded down with all this money, I tell you now, I'll give many a thank

When I have it safe in the PEOPLES' NA TIONAL BANK." For there he took it and went his way, And shopped and shopped the live long day.

The wives were wanting hats and bonnets With ribbons, tips and laces on it. And it would scarcely be expected They knew just where to be directed To find the latest styles and shades And learn the modes in city trades.

But in they went to MORGAN & RANNEY'S place, And smiles wreathed every Brownie's face.



To haul their luggage from the train To the hotel and back again, A transfer company was needed. So everyone's advice they heeded And BUECKEMANN's wagons were employed;

The 'bus ride, too, the imps enjoyed. And when again they strike the town. BUECKEMANN will haul their traps around.



Some beef and mutton, veal and pork For even, spit or roasting fork The Dutchman sought to carry home To Brownieland, Scarce did he roam A square before he found a prize That made him bulge his azure eyes.

It was at MOGLER'S that he found The finest stock above the ground.



Pictures, books of all descriptions. Books in which to write inscriptions, Slates and pencils, paper, pens, Child-books, boys', girls', women's, men's, Ink, wall paper, moulding, toys, Every sort of homestead joys

That the finer nature craves, For which man all hardship braves: These were found at GRANT & ELBRECHT'S store. Man could not have thought of more Of the pleasant things of earth Whence aesthetic had their birth. And the Brownies bought and bought, With the money they had brought, Till of wanting there was naught.

Paints, oil and glass of every kind, Brushes, all sorts, the Brownies find At GRANT'& ELBRECHT. And besides Cathedral glass this house provides, For windows lovely in design. And all they carry in this line Is up in quality, down in price, Comprising everything that's nice.

Cakes, pies and cookies, bread and buns, To carry home to precious ones Who had to stay in Brownie land Was next the object of this band. Not many minutes did they seek Till they were too amazed to speak: But rushing into WAGNER'S shop They bought till full arms bade them stop.



There is not a wifeless Brownie lad But loves some Brownie girl like mad. And when her favor he would win He knows just how he should begin. He takes her straight to WOODS' place, Where smiles of radiance wreathe her face

While eating ices and ice creams With flavors fine as angels' dreams.



Hammers, augurs, squares and screws, Hatchets, nails, that all men use, Levels, braces, chisels, saws, Compasses with iron jaws, Lawn mowers, brushes, hose and locks, Flat-irons, glass and whetting rocks-

O, this full stock's name is legion. Largest kept in all this region. The man who made the dictionary Might try to name the things they carry, But all in vain. There's nothing missed From WILLIAMS HARDEWARE CO. hardware list— Also in paints they keep the best.



The little Chinee had a tooth That oft had pained the yellow youth: And now as it began to thump, And each wee fibre seemed to jump, He howled like Jericho, and ran To DR. JENKINS, the dentist man, Who fixed the tooth as good as new And did it without hurting, too.

Within a case upon the street The Brownies saw some faces sweet That seemed alive—but they were not. And little Patrick on the spot Declared he'd have his "picter took;" And Patrick new just like a book That WILLIAMS made the best; and so, He had them taken there, you know.



Bread made at home is always nice For any who don't like the price Of bakers' bread. And biscuits fine Beat all else in the eating line. So flour was what some Brownies wanted Were sent: immersed beneath the suds And every street and lane they haunted They all regained their former hue; Until they found GOLD LEAF,

Where each one bought their little fill To carry home for dainty spouses Who do the cooking of their houses.



For hardware, planes and files and chisels Revolvers, knives and belts and whistles, The Brownies knew just where to go— To FORD'S HARDWARE CO., for you

They'd heard about the endless line Of all things good, improved and fine. So there they bought, and there alone, At prices that were all their own.

To buy some harness for their steeds To plow amid the fairy weeds Was next the object of their search; Yet not long were they in the lurch. They found each thing their heart desired At C. H. WOLTER and bought till they were tired, While Patrick nudged his gaping mate And said, "Who ever saw the bate!"



Of hiring rigs the Brownies tired. At length one imp, with brain inspired, Cried "Let us while here buy our own And henceforth hire no more, nor loan. We'll buy at WOLTER'S every time, And save us many an extra dime.

His workmanship and styles are neat, And his material can't be beat.



And then, to guy their little friend. The Brownies voices all did blend. But he with smile eared nothing for it, And said, "Long hair me abhor it, And now to BELMAR me go, For there the work, me let you know, Is done in shape and latest style, And in the very littlest while."

Their lots and lands the Brownies bought Of the SOUTHWESTERN REALTY CO.; and each one got A home to suit the finest taste Although they had no "chink" to waste. For everything these dealers had Was good—they kept not what is bad, And each wee imp was satisfied With home and pocket-book beside.

Some furniture the Brownies needed: And as their friends' advice they heeded They went to BARTELS & McCOMBS where they found Their every need; and now they sound The praises of the goods they bought At BARTELS & McCOMBS' store; and they ought. "For sure," says Pat, "we struck it rich; Who ever heard before of sich?"



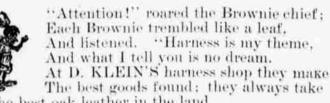
And all who loved the twang of strings, The note of flute or voice that sings. Piano, organ or cornet, While at the place where they could get A fine assortment of such goods To carry to their native woods,

With BARTELS & McCOMBS their money spent, And came away in sweet content.



By natural gas the Brownies froze And any common mortal knows, Who e'er has suffered by his grate With temperature at zero rate. So off to KASTEN & SCHMUKE they hustled.

Where clerks and drivers always bustled About and filled their orders quick For coal and wood: each lump and stick Their money called for, they received, And not one Brownie felt agrieved.



The best oak leather in the land, And also make it up by hand. Their special line of heavy work Will stand the hardest strain or jerk. Their silver, nickle, rubber finish Makes trade increase and not diminish. And sweat pads, hames, collars, chaises, Whips, blankets, robes, the stock increases And brings a trade that never ceases,

Their little shirts began to wilt: And cuffs and collars that were built To stand the heat, began to melt, And folded o'er with many a welt. But with a wink their Uncle Sam Said, "Listen here! Quite sure I am That the ENTERPRISE LAUNDRY is the place Where we'll renew departed grace. And thither all the Brownie duds Why don't you do as Brownies do!